

## Exhibit A

See Also:

- ▶ [POSIT 4: Enhanced with dynamic trade substitution and risk control](#)

## POSIT

### The world's largest intra-day equity-matching system

Confidentially matches equities to virtually eliminate market impact

Matched over 7.8 billion shares in 2000

Saved our clients \$1.2 Billion in 2000

Allows for order substitution and trading control

Covers the full spectrum of the equity market

Crosses trades at the midpoint of the bid/offer spread for substantial cost savings


POSIT? is the only execution tool of its kind: an electronic equity-matching system, which lets users confidentially find the natural buyer or seller of a trade during the market day. After 14 years of rapid growth, POSIT provides a substantial pool of alternative liquidity; annual volume has exceeded more than 7.8 billion shares. Now with eight daily matches — 9:40, 10:00, 10:30, and hourly from 11:00 to 3:00 eastern time — POSIT volume and liquidity just keep growing.

#### More on POSIT

- ▶ [How POSIT works](#)
- ▶ [Advantages of POSIT](#)
- ▶ [Three kinds of cost savings](#)

#### See Also:

- ▶ [Last week's POSIT volume](#)
- ▶ [2000 POSIT statistics](#)
- ▶ [POSIT 4: Enhanced with dynamic trade substitution and risk control](#)
- ▶ [The POSIT Value Equation](#)

 Click for more detail

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## **POSIT**

### **How POSIT works**

- Buy and sell orders, including both individual stocks and portfolios, are entered into the system from many sources. Eight times daily — 9:40, 10:00, 10:30, and hourly from 11:00 to 3:00 Eastern Time — the main POSIT computer processes and compares all orders confidentially. For maximum security, each match is run at a randomly selected time within a five-minute window immediately following the scheduled match time.\*
- POSIT trades are priced from the stock's primary market at the moment the match is run. Trades are matched at the midpoint of the bid/offer spread (the difference between the best seller's asking price and the best buyer's bid).
- Those orders which match are automatically executed. Immediately after each match, clients receive electronic reports showing match results for their orders. Clients then decide whether to keep unmatched orders in the system for future matches or to execute them by other means.

### **Advantages of POSIT**

#### **Complete Confidentiality**

- Orders are matched by a computer using a proprietary algorithm.
- No user knows the identity of other users or the specifics of orders and residuals.
- Zero information is disclosed by participating in the POSIT system.

#### **Broad-based Liquidity**

- POSIT is currently used by more than 500 major institutions and broker/dealers.
- Users employ a variety of active, quantitative, and passive trading styles.
- Orders cover the full spectrum of the equity marketplace.
- Users also have the option to specify sophisticated criteria they would like to satisfy such as stock or portfolio characteristics, rather than on individual names alone.

### **Three kinds of cost savings**

- POSIT's confidentiality eliminates the unfavorable market impact that can result from trading in an open arena, which is often cited as the single largest factor in transaction costs.
- ITG's efficient infrastructure provides a highly automated process that minimizes costs and therefore keeps commission costs low.
- Mid-point pricing means users save half the bid/offer spread, rather than paying the entire spread as they might if trading by traditional means.

#### **Easy Access**

- POSIT orders can be placed through the ITG Platform, an easy-to-use, Windows-based interface providing direct PC access to DOT and the ITG Trading Desk.
- Portfolios can be imported directly from Excel and Lotus into the ITG Platform, eliminating the need to re-key orders.
- POSIT is linked to many of the industry's leading network providers, trade order management systems and other information services.
- QuantEX?, ITG's high-end trading system, also offers POSIT access as part of its electronic routing capability.

\*A match may be delayed up to the end of the five-minute window if, in ITG's judgment, there could be a significant increase in the match's liquidity.

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